



U.S. Small Business
Administration



Webinar October 1, 2020

***Celebrating Manufacturers and the Resources
They Use for Growing Global Sales***

For audio 800-857-9620 (code: 866 6464)

Today's Special Guests

Host:

Wendy Peebles

U.S. Census Bureau



Remarks:

Alexis Aafedt

Director, Trade Facilitation Policy,
National Association of Manufacturers



**Introduction
of Participants:**

Loretta Greene

Associate Administrator for International Trade
SBA



Celebrating Manufacturing Day 2020



Learn the best practices of global market expansion from successful manufacturers

- Discover online tools to access valuable trade data
- Assist in finding new distributors and buyers
- Support with financing deals
- Minimize nonpayment risks
- Extend credit to buyers



2020 Agenda

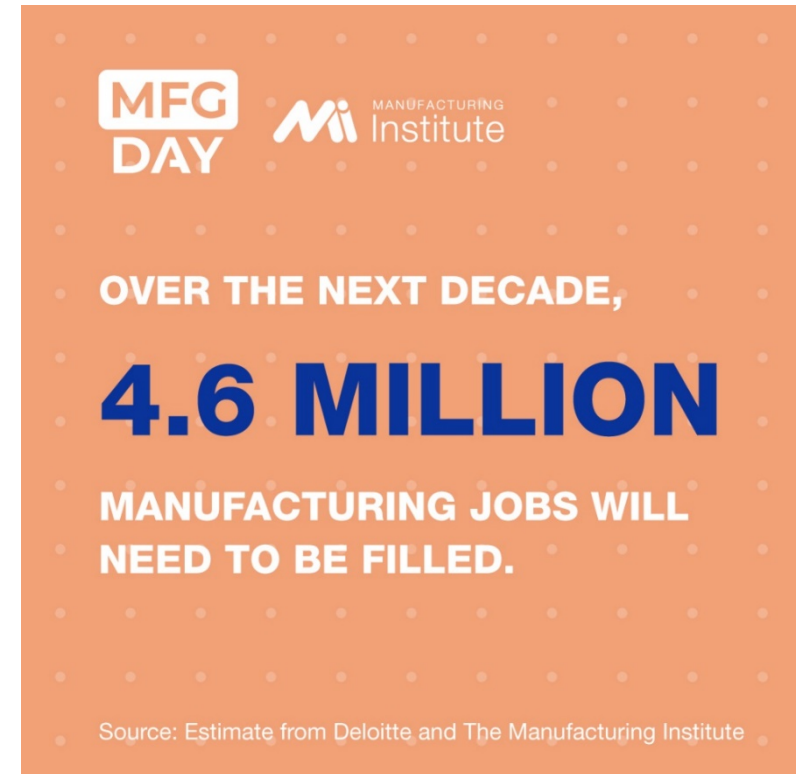
- Introduction
- Overview Manufacturing Day
- Agency Highlights
 - Department of Commerce
 - SBA
 - EXIM
- Virtual Manufacturer's Roundtable
- Banker's Perspective
- Audience Q&A Session





To learn more about
MFG Day 2020 visit:
www.creatorswanted.org

- Inspire the next generation about careers in modern manufacturing—and to say: “Creators Wanted.”
- Amid a global pandemic our collective efforts are as important now as ever.
- Manufacturers will open their doors to showcase modern manufacturing.
- MFG Day is organized by the Manufacturing Institute. Events kick off on the first Friday in October.
- For questions about the NAM, contact me at aaafedt@nam.org.





INTERNATIONAL
TRADE
ADMINISTRATION

Export Solutions for Exporting Manufacturers



Pam Plagens

Advanced Manufacturing Team Leader

U.S. Commercial Service

International Trade Administration, DOC

Pam.plagens@trade.gov

Cell: 832-248-1558

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- **100+ offices across the U.S. and over 75 markets**
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 - ✓ **Business Matchmaking**
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 - ✓ **Trade Event Support**
 - ✓ **Virtual export assistance**
 - ✓ **Overcoming trade problems**

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DISCOVER GLOBAL MARKETS

GROWTH OPPORTUNITIES IN INTELLIGENT MANUFACTURING

Connecting People, Machines, Advanced Materials & Technology



98%

of attendees would
recommend DGM
to a friend or
colleague

2000

B2B matchmaking
meetings with
foreign buyers and
government officials

Industries



**Automation & Digital
Services**



**Transportation:
Aerospace/Automotive**



**Energy Efficiency &
Storage**

9000

1-on-1 U.S.
commercial
diplomat counseling
sessions

95%

of DGM attendees
said they had their
objectives met

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SBA's Financing and Global Sales Support



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- **STEP Grant - www.sba.gov/step**
- **Loan Programs**
 - **Export Express** for business development
 - **Export Working Capital** to fulfill international and supply chain orders
 - **International Trade Loan** for expanding production capacity, re-financing debt, and reshoring
- **21 OIT Offices - www.sba.gov/international**



David Leonard

Export Finance Manager
Office of International Trade
404.730.2706
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Boost Sales & Worry Less with Export Credit Insurance



- **Limits Nonpayment Risk**

Due to commercial and political reasons

- **Extends Credit to**

Offering buyers open account credit terms is preferred over cash-in-advance.

- **Provides Access to Funds**

Enlarges an exporter's borrowing base by assigning the EXIM-insured receivables to the lender

www.exim.gov



Stephen Maroon

Director of Marketing

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Manufacturers for Roundtable Discussion

Luis Arguello

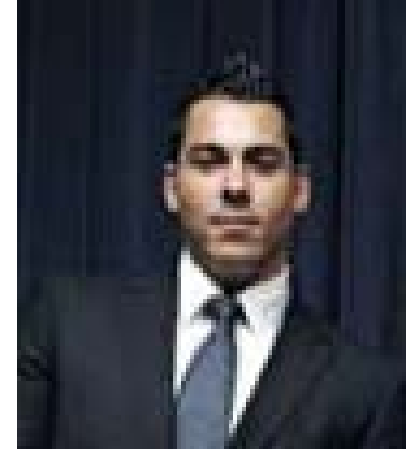
Vice President
DemeTECH

Christina Kurth

Director of Sales, Commercial and
Space Programs
Sintavia

Stephen Rawson

Partner
R&M International Sales Corp





DemeTECH

Miami, Florida

DemeTECH Corporation is a South Florida-based manufacturer of surgical sutures, mesh and bone wax that exports to more than 130 countries around the world. In March, DemeTECH added PPE equipment to its product roster and is now making surgical masks and N95 respirators, both of which are made in the USA with American materials.

DemeTECH uses the SBA Export Working Capital Program, EXIM Trade Credit Insurance, and has used the U.S. Commercial Services's gold key business matchmaking service to discover new buyers and distributors.

Luis Arguello | Vice President



Sintavia

Davie, Florida

Sintavia is the first independent manufacturer of its kind to offer a vertically integrated, end-to-end metal additive manufacturing production process that meets aerospace production quality standards. Sintavia's precision metal components are produced more efficiently than traditional casting and forging technologies, with a greatly reduced environmental.

Sintavia had the opportunity to participate in the successful Additive Manufacturing Trade Mission to France, Germany and Poland in November of 2019. This trip served as an introduction to prime aerospace customers via workshops, networking events and presentation opportunities in Europe. This trip was ultimately structured around Formnext 2019. Formnext is the leading trade fair for additive manufacturing and the next generation of intelligent manufacturing solutions. It focuses on the efficient realization of parts and products, from their design to serial production.

Christina Kurth | Director of Sales
Commercial and Space Programs



R&M International Sales Corp

Fort Washington, Pennsylvania

Founded in 1977, R&M International is a pioneer in recycling and repurposing off-grade, over-production, and waste products from textiles and plastics producers, converting these materials for use in secondary applications for customers overseas.

Expanding exports to over 75% of total sales, R&M has utilized U.S. Commercial Service export counseling and market research to successfully enter new markets and EXIM Bank's export insurance to sell to international customers with confidence and mitigate risks of nonpayment in global markets. Achieving successive export growth, R&M International received the President's Export Award in 2019.

Stephen Rawson | Partner

Manufacturers for Roundtable Discussion

Luis Arguello

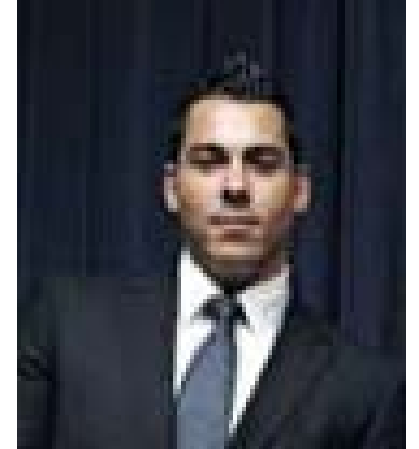
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The Lender is the Key Gate Holder!

- Working with the lender to access funds
- Examples of accessing funds
 - SBA working capital - useful for purchase order financing
 - EXIM export credit insurance - Additional collateral by pledging the policy coverage. A 25 percent discount when combined with SBA working capital loan.



Daniel Pische
Senior Vice President
First American Bank



Celebrating Manufacturing Day



Government Resources



Identify Global Markets with New Interactive Tool:

<https://www.census.gov/library/visualizations/interactive/export-markets.html>

Learn More: [International Trade Helpline 800-549-0595, Option 4](tel:8005490595) or eid.international.trade.data@census.gov



Find Buyers and Distributors:

<https://www.trade.gov/find-buyers-and-partners>

Learn More: <https://www.trade.gov/services>



Financing to Fulfill Sales Orders and Improve Cash Flow:

www.sba.gov/international

Learn More: **Contact** Stephen.Sullivan@sba.gov **or call** 202.205.6961



Minimizing Nonpayment Risk and Offering Open Account Credit Terms:

<https://www.exim.gov/what-we-do/export-credit-insurance>

Learn More: **Contact** Stephen.Maroon@EXIM.gov **or call** 202.565.3901